

Branch Share Registrar
in Hong Kong:
**Computershare Hong Kong
Investor Services Ltd.**
Shops 1712-1716,
17/F, Hopewell Centre
183 Queen's Road East
Wanchai
Hong Kong

香港股份過戶登記處分處：
香港中央證券登記有限公司
香港
灣仔
皇后大道東183號
合和中心17樓
1712-1716號舖



LI NING COMPANY LIMITED

李寧有限公司

(incorporated in the Cayman Islands with limited liability)
(Stock Code: 2331)
(於開曼群島註冊成立之有限公司)
(股份代號：2331)

**OPEN OFFER OF OFFER SECURITIES
ON THE BASIS OF 5 OFFER SECURITIES FOR EVERY 12
EXISTING SHARES HELD ON THE RECORD DATE PAYABLE
IN FULL ON ACCEPTANCE BY NO LATER THAN
4:00 P.M. ON FRIDAY, 23 JANUARY 2015**
公開發售發售證券
基準為於記錄日期每持有12股現有股份獲發5份發售證券
股款須不遲於二零一五年一月二十三日(星期五)下午四時正接納時繳足

EXCESS APPLICATION FORM 額外申請表格

IMPORTANT 重要提示

IF YOU ARE IN ANY DOUBT AS TO ANY ASPECT OF THIS APPLICATION FORM OR AS TO THE ACTION TO BE TAKEN, YOU SHOULD CONSULT YOUR LICENSED SECURITIES DEALER OR REGISTERED INSTITUTION IN SECURITIES, BANK MANAGER, SOLICITOR, CERTIFIED PUBLIC ACCOUNTANT OR OTHER PROFESSIONAL ADVISERS.

閣下如對本申請表格之任何方面或應採取之行動有任何疑問，應諮詢閣下之持牌證券交易商或已登記證券機構、銀行經理、律師、註冊會計師或其他專業顧問。
THIS EXCESS APPLICATION FORM IS VALUABLE BUT IS NOT TRANSFERABLE AND IS FOR THE USE ONLY BY THE QUALIFYING SHAREHOLDER(S) NAMED BELOW WHO WISH(ES) TO APPLY FOR EXCESS OFFER SECURITIES. APPLICATIONS MUST BE RECEIVED BY NO LATER THAN 4:00 P.M. ON FRIDAY, 23 JANUARY 2015. 本額外申請表格具有價值，但不可轉讓，並僅供下列名列並供擬申請認購額外發售證券之合資格股東使用。申請最遲須於二零一五年一月二十三日(星期五)下午四時正前遞交。

Reference is made to the prospectus ("Prospectus") issued by Li Ning Company Limited ("Company") dated Friday, 9 January 2015 in relation to the Open Offer. Terms used herein shall have the same meanings as defined in the Prospectus unless the context requires otherwise.

茲提述李寧有限公司(「本公司」)於二零一五年一月九日(星期五)就公開發售刊發之章程(「售股章程」)。除文義另有所指外，本申請表格所用詞語與售股章程所界定者具相同涵義。

A copy of each of the Prospectus Documents, together with copies of the documents specified in the paragraph headed "Documents delivered to the Registrar of Companies in Hong Kong" in Appendix III to the Prospectus, has been registered by the Registrar of Companies in Hong Kong as required by Section 342C of the Companies (Winding Up and Miscellaneous Provisions) Ordinance. Neither the Registrar of Companies in Hong Kong nor the Stock Exchange nor the SFC take any responsibility as to the contents of the Prospectus. 各章程文件之副本，連同於售股章程附註三「送呈香港公司註冊處處長之文件」一節所述之文件之副本，已依據公司(清盤及雜項條文)條例第342C條之規定送呈香港公司註冊處處長登記。香港公司註冊處處長及聯交所及證監會對任何售股章程之內容概不負責。

Hong Kong Exchanges and Clearing Limited, the Stock Exchange and Hong Kong Securities Clearing Company Limited take no responsibility for the contents of this Excess Application Form, make no representation as to its accuracy or completeness and expressly disclaim any liability whatsoever for any loss howsoever arising from or in reliance upon the whole or any part of the contents of this Excess Application Form.

香港交易及結算有限公司、聯交所及香港中央結算有限公司對本額外申請表格之內容概不負責，對其準確性或完整性亦不發表任何聲明，並明確表示，概不對因本額外申請表格全部或任何部份內容而產生或因倚賴該等內容而引致之任何損失承擔任何責任。

Dealings in the new Ordinary Shares and the Conversion Shares may be settled through CCASS and you should consult your licensed securities dealer, registered institution in securities, bank manager, solicitor, certified public accountant or other professional adviser for details of those settlement arrangements and how such arrangements may affect your rights and interests.

新普通股及兌換股份之買賣可以透過中央結算系統進行交收，閣下應諮詢閣下之持牌證券交易商、已登記證券機構、銀行經理、律師、註冊會計師或其他專業顧問有關交收安排之詳情，以及該等安排對閣下享有之權利與權益所構成之影響。

This Excess Application Form should be completed and lodged, together with payment by cheque or banker's cashier order in respect of HK\$2.60 per excess Offer Security being applied for, with the Company's Hong Kong branch share registrar, Computershare Hong Kong Investor Services Limited, Shops 1712-1716, 17/F, Hopewell Centre, 183 Queen's Road East, Wan Chai, Hong Kong, so as to be received by no later than 4:00 p.m. on Friday, 23 January 2015. All remittances must be made in the valid form(s) of settlement in Hong Kong dollars. Cheques must be drawn on an account with, and banker's cashier orders must be issued by, a licensed bank in Hong Kong and made payable to "Li Ning Company Limited - Excess Application Account" and crossed "Account Payee Only".

本額外申請表格必須填妥，連同按所申請認購之額外發售證券以每股2.60港元計算之應繳股款支票或銀行本票，最遲於二零一五年一月二十三日(星期五)下午四時正前交回本公司之香港股份過戶登記處香港中央證券登記有限公司，地址為香港灣仔皇后大道東183號合和中心17樓1712-1716號舖。所有股款須以有效的結算形式以港元繳付，支票必須以香港持牌銀行戶口開出，而銀行本票須由香港之持牌銀行發出及以「只准入抬頭人賬戶」方式劃線開出，並須註明抬頭人為「Li Ning Company Limited - Excess Application Account」。

Completion and return of this Excess Application Form together with a cheque or banker's cashier order in payment for the excess Offer Securities which are the subject of this form will constitute a warranty by the applicant(s) that the cheques or banker's cashier orders will be honoured on first presentation. All cheques and banker's cashier orders will be presented for payment following receipt and all interest earned on such monies (if any) will be retained for the benefit of the Company. If the cheque or banker's cashier order is not honoured on first presentation, this Excess Application Form will be rejected.

填妥及交回本額外申請表格連同繳付按本表格所申請額外發售證券之股款支票及銀行本票，即構成申請人士作出之一項保證，保證支票或銀行本票於首次過戶時將會兌現。所有支票及銀行本票將於收訖後過戶，而因有關股款所賺取之所有利息(如有)將撥歸本公司所有。倘隨附支票或銀行本票在首次過戶時未能兌現，則本額外申請表格將遭拒絕受理。

You will be notified of any allotment of excess Offer Securities made to you. If no excess Offer Securities are allotted to you, it is expected that the amount tendered on application will be refunded to you in full without interest by means of a cheque despatched by ordinary post to you on or before Monday, 2 February 2015, at your own risk. If the number of excess Offer Securities allotted to you is less than that being applied for, it is expected that the surplus application monies will also be refunded to you by means of a cheque despatched by ordinary post to you, without interest, by no later than Monday, 2 February 2015, at your own risk. Any such cheque will be drawn in favour of the applicant(s) named on this form.

閣下將獲通知獲配發之額外發售證券數目。倘閣下不獲配發任何額外發售證券，則於申請認購時繳付之股款將會以支票方式(不計利息)全數退還予閣下，退還支票預計不遲於二零一五年二月二日(星期一)以平郵方式郵寄予閣下，郵誤風險概由閣下自行承擔。倘閣下獲配發之額外可發售證券數目少於所申請認購之數目，則多出之申請認購款項亦將會以支票方式(不計利息)退還予閣下，退還支票預計將不遲於二零一五年二月二日(星期一)以平郵方式郵寄予閣下，郵誤風險概由閣下自行承擔。任何有關支票將以名列本表格之申請人為抬頭人。

Name(s) and address of Qualifying Shareholder(s)
合資格股東之姓名及地址

Application can only be made by the Qualifying Shareholder(s) named here
申請認購僅可由名列本欄之合資格股東作出

To: The Directors
Li Ning Company Limited

致：李寧有限公司
列位董事台照

Dear Sirs,
敬啟者：

I/We, being the Qualifying Shareholder(s) named above of the Shares, hereby irrevocably apply for number of excess Offer Securities (in the form of new Ordinary Share or Convertible Securities, or combination of both) specified in Box A at the subscription price of HK\$2.60 per excess Offer Security, in respect of which I/we enclose a separate remittance by cheque or cashier order made payable to "LI NING COMPANY LIMITED — EXCESS APPLICATION ACCOUNT" and crossed "Account Payee Only" being the payment in full on application for the above number of excess Offer Securities. 本人/吾等為上文列名之股份合資格股東，現不可撤回地以每股額外發售證券2.60港元之認購價申請認購甲欄指定之額外發售證券(以新普通股或可換股證券形式，或兩者同時進行)，並附上以「只准入抬頭人賬戶」方式劃線獨立開出，並註明抬頭人為「LI NING COMPANY LIMITED — EXCESS APPLICATION ACCOUNT」之支票或銀行本票，作為申請認購上述數目額外發售證券須全數支付之股款。

I/We, hereby request you to allot such excess Offer Securities (in the form of new Ordinary Shares or Convertible Securities, or a combination of both) being applied for, or any smaller number, to me/us and to send by ordinary post at my/our risk to the address shown above my/our share certificate(s) for the number of excess Offer Securities as may be allotted to me/us in respect of this application and/or a cheque for any surplus application monies returnable to me/us. I/We, hereby request you to allot such excess Offer Securities (in the form of new Ordinary Shares or Convertible Securities, or a combination of both) being applied for, or any smaller number, to me/us and to send by ordinary post at my/our risk to the address shown above my/our share certificate(s) for the Ordinary Shares and/or Convertible Securities for the number of excess Offer Securities as may be allotted to me/us in respect of this application and/or a cheque for any surplus application monies returnable to me/us. I/We understand that the Directors will allocate the excess Offer Securities at their discretion, but on a fair and equitable basis, to Qualifying Shareholders who have applied for excess Offer Securities on a pro-rata basis with reference to the number of excess Offer Securities applied for. I/We understand that the allocation of the Offer Securities in excess of assured allotments entitlement will not be based on the number of the Ordinary Shares held by the relevant Qualifying Shareholders and no preference will be given to topping-up odd lots to whole board lots. I/We acknowledge that I am/we are not guaranteed to be allotted all or any of the excess Offer Securities applied for.

本人/吾等謹請 貴公司配發該等所申請認購或任何較所申請認購數目為少之額外發售證券(以新普通股或可換股證券形式，或兩者同時進行)予本人/吾等，並將本人/吾等就此項認購申請可能獲配發之額外發售證券數目及/或應退還予本人/吾等任何多出之申請認購股款之支票，按上列地址以平郵方式郵寄予本人/吾等，郵誤風險概由本人/吾等承擔。本人/吾等謹請 貴公司配發該等所申請認購或任何較所申請認購數目為少之額外發售證券(以新普通股或可換股證券形式，或兩者同時進行)予本人/吾等，並將本人/吾等就此項認購申請可能獲配發之額外發售證券數目之普通股及/或可換股證券股票及/或應退還予本人/吾等任何多出之申請認購股款之支票，按上列地址以平郵方式郵寄予本人/吾等，郵誤風險概由本人/吾等承擔。本人/吾等明白董事將參考所申請之超額發售證券數目酌情但按公平及公正基準向申請額外發售證券之合資格股東按比例分配額外發售證券。本人/吾等知悉，獲保證配額以外之額外發售證券的分配將不會參考相關合資格股東持有的普通股數目，將不會特別優先考慮將不足一手之零碎股權補足為一手完整買賣單位之股權。本人/吾等知悉本人/吾等未必可獲配發全部或任何部份所申請認購之額外發售證券。

I/We hereby undertake to accept such number of excess new Ordinary Shares and/or Convertible Securities as may be allotted to me/us as aforesaid upon the terms set out in the Prospectus and this Excess Application Form and subject to the memorandum and articles of association of the Company, where applicable. In respect of any new Ordinary Shares and/or Convertible Securities allotted to me/us, I/we authorise you to place my/our name(s) on the register of members and/or holders of Ordinary Shares and/or Convertible Securities of the Company as the holder(s) of such excess new Ordinary Shares and/or Convertible Securities.

本人/吾等謹此承諾按照售股章程及本額外申請表格所載之條款，並在 貴公司之組織章程大綱及細則(如適用)限制下接納可能配發予本人/吾等前述之額外新普通股及/或可換股證券數目。本人/吾等就任何獲配發之新普通股及/或可換股證券數目授權 貴公司將本人/吾等之姓名列入 貴公司之股東及/或普通股及/或可換股證券持有人名冊，作為該等額外新普通股及/或可換股證券之持有人。

BOX A 甲欄	No. of new Ordinary Shares applied for 申請認購之新普通股數目		HK\$ 港元
	No. of Convertible Securities applied for 申請認購之可換股證券數目		HK\$ 港元
	Total 合共		HK\$ 港元
	Name of bank on which cheque/ banker's cashier order is drawn 支票/銀行本票之付款銀行名稱 Cheque/banker's cashier order number 支票/銀行本票號碼		

1. _____ 2. _____ 3. _____ 4. _____

Signature(s) of Qualifying Shareholders(s) (all joint Qualifying Shareholders must sign)
合資格股東簽署(所有聯名合資格股東均須簽署)

Date 日期: _____

Contact telephone no. 聯絡電話號碼: _____

Please staple
your payment
here
請將
股款
繫釘在此